

To: Macleod, Stephen
From: 1610 - Buffalo ROU (BRZEZIE)
Posted: 11/19/96 14:05
Opened: 11/19/96 14:14
Subject: FWRD: Carton Contract Cancellation

FORWARDING THE FOLLOWING.....

===== <Forwarded Letter> =====

From: Buckner, Janet W.
To: 1610
Subject: Carton Contract Cancellation
Posted: 11/19/96 16:31
Priority: Normal

[[0045.DOC : 2911 in 0045.DOC]]

51859 8145

FSC-191.B		11/5/96	
SUBJECT: Carton Outlet Contract Cancellation Letter			
DISTRIBUTION:			
<u>X</u>	AVP	<u>X</u>	KAM
<u>X</u>	RSM	<u>X</u>	AM
<u>X</u>	RBM	<u>X</u>	Reg.Mil./DF Mgr.
<u>X</u>	ROM	<u>X</u>	AE
		<u>X</u>	DM
		<u>X</u>	RM
			MIL
			REP

Objective: Provide Contract Cancellation Letter and Mailing Timetable

Rationale:

In order to reset the contracted Traditional Carton Universe, it is necessary to discontinue all of the existing Carton Outlet Contracts (Pack and Carton Plans) with the exception of identified long term agreements.

Attached is a copy of the letter that will be mailed to all Independent Accounts and Chain headquarter points with existing Carton Outlet Plans. This includes both pre-1996 and 1996 Generation Contracts. The only exceptions are Chain headquarters identified and forwarded in response to FSC 170-A.

***Important Note:**

This letter will not be mailed to individual Chain stores. In some cases it may be necessary for a KAM or AM to mail a copy of the cancellation letter to individual stores; if merchandising decisions are made at store level, and payment is sent to a headquarter point. A separate mailing is at your discretion based upon your business judgment.

Contract Cancellation Timetable:

- Letter To Independents and Chain Headquarters - Week of November 11, 1996
- Contracts Purged From SIS - December 31, 1996 (Except Identified Chains)

In the very near future you will be receiving the 1997 Merchandising Plans that will include the Traditional Carton Outlet Contracts.

Program Contacts: John Boehm - extension #2040
 Bill Duffy - extension #5776
 Rich Pettorini - extension #1052
 Scott Steen - extension #7149

R. J. REYNOLDS TOBACCO COMPANY

Attachment

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